# GOVERNMENT OF INDIA
# CIVIL AVIATION
# LOK SABHA

UNSTARRED QUESTION NO:3239
ANSWERED ON:16.03.2000
APPOINTMENTS ON G.S.AS POSTS IN AIR INDIA
BRIJBHUSHAN SHARAN SINGH

**Will the Minister of CIVIL AVIATION be pleased to state:**

(a) the criteria adopted by Air India for appointing G.S.As. in foreign countries;

(b) the details of G.S.As. appointed during the last three years;

(c) whether some G.S.As. have been appointed during the current year; and

(d) if so, details thereof and the criteria adopted for such appointments?

## Answer

THE MINISTER OF CIVIL AVIATION

(SHRI SHARAD YADAV)
(a): The criteria adopted by Air India for appointing GSA in foreign countries, are:-

i) Requirement of the market or Local Custom.ii) The sales potential and size of the territory and market practices followed by the Competitors iii) Financial standing of party recommended. (a Bank Guarantee is essential from the recommended party which must be commensurate with the business transacted in any given sales period). iv) Availability of trained staff, suitable office space etc. with the recommended party. v) Feasibility of obtaining a Performance Guarantee from the recommended party with regard tothe target to be achieved and other marketing requirements like pricing, distribution and sales promotional activities to be undertaken. vi) Each applicant for the GSAship is required to fill up an exhaustive questionnaire which interalia include information on:
(i) Type of business entity whether in partnership or sole Proprietorship etc.
(ii) Financial Standing of the Company;

(iii) Details of Partners/Directors of the Company and iv) Details of office premises of the Company, etc.

The proposal is then forwarded for examination by the standing GSA Committee consisting of Senior Officials of the Company comprising of Commercial and Finance Departments at Headquarters.After a thorough scrutiny of the completed questionnaire and after the conducting on the site inspection, the GSA Committee sends the proposal through the Commercial Director to the Managing Director for approval.

(b): Two GSAs were appointed by Air India during the last three years namely
(i) M/s. P.T. Bumi Dirganusa International for passenger Transportation in the Territory of Indonesia and
(ii) M/s. House of Travel for Passenger & Cargo Transportation for Territory of Kuwait.

(c): No GSA has been appointed in the current year.

(d): Does not arise.